



Land Owner Information Packet

Please review and feel free to call us with any questions that you might have.

Land Staff:

Emily Burnett Parish, Land Protection Manager
615-244-5263
eparish@landtrusttn.org

May Leinhart, Land Protection Staff
615-829-4390
mleinhart@landtrusttn.org

Chris Roberts, South Cumberland Project Manager
931-924-5263
croberts@landtrusttn.org

Tricia King, Southeastern Region Project Manager
423-364-3268
tking@landtrusttn.org

Doug Rodman, Duck River Highlands Project Manager/ Forester
931-729-4656
drodman@landtrusttn.org

Meredith Hansel, Land Protection Assistant
615-244-5263
mhansel@landtrusttn.org

Lands of Boone and Crockett (Northeast TN)- A project area of the Land Trust for Tennessee
Roy Settle, Appalachian RC&D Council
423-753-4441 ext. 4
Roy.Settle@tn.usda.gov

The Land Trust for Tennessee

Chattanooga Office:
736 Georgia Avenue, Suite 505
Chattanooga, TN 37402
423.364.3268

209 10th Avenue South
Nashville, TN 37203
phone: 615.244.5263
fax: 615.244.6948
www.landtrusttn.org

South Cumberland Office:
43 College Street
Monteagle, TN 37356
931.598.9690 or 931.636.4354



INTRODUCTION

Thank you for contacting The Land Trust for Tennessee. ***Our mission is "to preserve the unique character of Tennessee's natural and historic landscapes and sites for future generations."***

This brochure of basic information for landowners describes how we can help you meet your land preservation goals.

Chartered as a non-profit, non-government organization, we have an experienced professional staff and a host of highly-trained volunteers prepared to assist you. The Land Trust for Tennessee ("LTTN") uses conservation easements as the primary tool to protect land. A conservation easement, explained in detail below, is a legal agreement by which landowners voluntarily place restrictions on the future use or development of their property. LTTN is responsible for insuring that your wishes and the land's conservation values are protected forever. Land protected by a conservation easement remains in private ownership, and may be sold or left to heirs. Depending on your situation, you may also receive significant income tax deductions, a reduction in estate taxes, or an adjustment of property taxes by participating in this conservation effort.

You know your land best. As you think about the future, some of the questions you may be asking include: What will happen to my land in the years ahead? Can my family and children afford to keep it? Will the next owners care for it the same way that my family has? Are there ways to protect the special attributes of the land, yet still meet our financial and personal goals? What will happen to our land because of development pressures or inheritance taxes and what are my options?

We are prepared to help. Contact us after you have read through this information so that LTTN may work with you, as well as your financial and legal advisors, to determine if a conservation easement is the best way for you to leave a legacy of natural beauty and historic value for future generations.

CONSERVATION EASEMENTS

The Land Trust for Tennessee uses the conservation easement as its primary tool to protect land.

Conservation easements are legal agreements by which landowners voluntarily place restrictions on the future development of their property in order to protect specific conservation values such as agricultural land, forests, wetlands, wildlife habitat, scenic landscapes, and the land around certified historic sites or structures.

Below are the answers to some of the most commonly-asked questions regarding conservation easements:

How does a conservation easement affect my property rights?

Land ownership can be viewed as owning a bundle of rights. These rights may include the right to build on the land, the right to farm or to plant and cut timber, the right to exclude the public, and others. A landowner who conveys a conservation easement retains all rights to use the land in ways that do not interfere with the conservation goal stated by terms of the easement.

The landowner usually retains the following rights:

1. The right to sell the property. The new owner(s) must conform to all terms of the conservation easement permanently.
2. The right to farm or manage timber.
3. The right to hunt or to restrict hunting.
4. The right to transfer the land to heirs.
5. The right to restrict public access. Physical access is not required for "scenic enjoyment." Visual access is enough.

The landowner typically restricts the right to subdivide and develop the property because his or her goal is to preserve the land's special natural or historic character. It is possible, however, to stipulate in the easement that a limited number of structures may be built in the future. The important point is that each easement is tailor-made to meet individual protection interests.

How does my land qualify for protection through a conservation easement?

As the property owner, you see important natural or historic features of your land that should be protected, and you are willing to give up development rights in order to achieve their protection. In order to donate your development rights to The Land Trust for Tennessee and be eligible for tax benefits, the IRS requires that one of these "qualified conservation purposes" are met:

1. Preservation of open space, including farm and forest, for scenic enjoyment.
2. The protection of natural habitats of fish, wildlife or plants.
3. The protection of historically important land, buildings or other structures.
4. Preservation of land areas for outdoor recreation by, or the education of, the general public.

We also have specific criteria, such as the property's location and conservation values, that determine whether LTTN is the appropriate organization to protect this property. LTTN staff and volunteers will assist you in determining the specifics of how your land may qualify. Of course, you will need to have your own legal and financial advisors help you determine if this is the best solution for your conservation interest.

What rights does The Land Trust for Tennessee have on my land?

If LTTN holds a permanent conservation easement for your property, we are obligated to oversee the easement's terms and conditions permanently. In order to do that, we inspect the property approximately once a year to ensure that the agreement is being upheld. These visits are customarily scheduled with the landowner. Such inspections become especially important when the property's ownership changes hands, for it is our promise to you that your preservation goals be met forever.

Are there tax benefits to protecting my land with a conservation easement?

Beyond the great satisfaction of knowing that you are preserving your special land, you may also be eligible for certain tax benefits. A conservation easement may reduce:

1. Federal income and capital gains taxes.
2. Local property taxes.
3. Estate taxes.

How are tax benefits determined?

The rights a property owner relinquishes, and those that are retained, are set forth in the conservation easement. This easement is transferred permanently

to a qualified conservation organization such as The Land Trust for Tennessee. When the document is signed and recorded at the courthouse, the property's current and future owners can no longer exercise the rights that have been given up. Those rights have a financial value. To determine that value, an appraisal is conducted. This appraisal must be performed in accordance with guidelines stipulated by the Internal Revenue Service.

Here is an example. Let us say that the appraised, fair market value of your 100 acre tract of land is \$5,000 per acre, or \$500,000. You wish to limit its future use solely to farming by placing a conservation easement on the land. The appraisal shows that the land's value without being able to develop it is reduced to \$3,000 per acre, or \$300,000. The difference of \$200,000 can be claimed as a \$200,000 charitable contribution by you to the organization designated to hold the conservation easement.

Your tax attorney and accountant will tell you all of your specific tax benefits, but generally, you may expect the following:

Federal Income and Capital Gains Tax Benefits- Congress recently passed enhanced incentives!!

Under the IRS code, the value of the donation of a qualified conservation easement can be deducted at an amount up to 50 percent (or up to 100% for full-time farmers) of the donor's adjusted gross income in the year of the gift. If the easement's value exceeds 50 percent of the donor's income, the excess can be carried forward and deducted over all or part of the next 15 years. Currently, this enhanced incentive (up from 30% over 5 years) is set to expire at the end of 2009.

Property Tax Benefits

A conservation easement may reduce or stabilize property taxes, depending on current zoning and land use and current assessed value.

Estate Tax Benefits

The donation of a conservation easement, whether during the landowner's life or by bequest, can reduce the value of the land upon which estate taxes are calculated. This benefit can often mean the difference between heirs having to sell or develop the property to pay estate taxes, or being able to keep the property in the family. A conservation easement may be an effective way to pass land on to the next generation in its natural state.

STEPS TO SETTING UP A CONSERVATION EASEMENT

Step 1. You and a LTTN representative take a tour of your property.

On this introductory visit, you and the staff member or trained volunteer from LTTN will have the opportunity to see the property, to discuss your conservation goals, and to address conservation options. You will already have received and completed the "Landowner's Questionnaire" prior to that visit, so the information about your land and conservation goals will be available to LTTN representative.

Step 2. LTTN reviews your property and conservation goals with the Projects Committee.

The Projects Committee of the Board of Directors reviews all potential land protection projects with the staff to determine if it is appropriate for LTTN to pursue the easement at this time.

Step 3. You consult your legal and tax advisors.

It is your responsibility to review the legal and financial implications and benefits of donating a conservation easement. LTTN can provide you with a list of local advisors familiar with this process, but you are urged to work with those advisors with whom you are comfortable and who will give you the best advice for your personal situation. You will want advice on income and estate tax issues, and the way in which to take maximum advantage of the benefits possible through a conservation easement. You may also want to have an informal consultation with a qualified appraiser. Doing this early in the process will help you to gain a general understanding of the value of the restrictions under discussion.

Step 4. LTTN compiles a baseline documentation report of the property.

Basic documentation needs to be completed for every conservation easement we accept, since it is the "present condition of the land" that gives us background for continued monitoring. Many of the easements that we accept are set up to qualify as tax-deductible charitable gifts to The Land Trust for Tennessee as a qualified, non-profit, § 501(c)(3) organization. The value of the development rights relinquished through the easement is considered the value of the charitable gift. To comply with IRS regulations, a record of the condition of the property at the time of the donation is required. We call this the "baseline documentation report." It will include photographs, surveys and other important information to represent fully the property and its special features. LTTN representatives complete this record of the property during site visits with you and those you designate.

Step 5. You provide legal information to LTTN.

LTTN will need title information to identify the owner(s) of the property and the legal description of the land to be included in the conservation easement. You will also provide information on any liens or mortgages that may exist on the property.

Step 6. You obtain a mortgage subordination for the property.

If your property is subject to a pre-existing mortgage, you are responsible for obtaining a subordination from the lender in order for LTTN to be able to accept the easement. We will assist you in explaining to the lender the benefit of the easement to the community-at-large and the charitable purpose of the donation.

Step 7. Together we negotiate the restrictions and draft the easement.

Throughout the steps listed above, you and LTTN will have developed a good idea of what type of activities will be restricted by this easement as well as what continued uses of the land you desire. At this time, the draft conservation easement will be prepared by LTTN. Your legal advisors and LTTN will review the document to be sure that both our interests are served. As this is a legal document, and one that will be attached to the property forever, careful discussion and scrutiny is vital to ensure our mutual satisfaction with the long-term implications of the easement.

Step 8. You obtain a qualified appraisal.

An accurate appraisal is key to understanding what the conservation easement is worth as a charitable donation to LTTN, and thus what the tax benefits may be to you and your family. As the property owner, it is your responsibility to obtain this appraisal. After this has been done, no more than 60 days may elapse before the conservation easement document is signed. The final appraisal, then, will be based on the restrictions placed on the property in the conservation easement document.

Step 9. The Land Trust for Tennessee Board of Directors is asked for formal acceptance of the conservation easement.

Both the Board of the Directors of LTTN and a subsidiary committee are authorized to approve acceptance of the conservation easement donation. Meetings are held regularly to review activities of LTTN and to approve receipt of conservation easements.

Step 10. We both sign and record the easement.

When both parties have agreed to all the terms and the wording of the easement, it is time for both to sign the document. You, as the owner, will sign it, as will the authorized representative for The Land Trust for Tennessee. The conservation easement is recorded by the attorney at the county courthouse, becoming part of the recorded title to the land. This conservation easement is in perpetuity. It will be part of every sale or transfer of this property from this day forward and should be included in the addendum of any appraisal performed after the easement is in place.

Step 11. The Land Trust for Tennessee provides stewardship of the conservation easement.

From this point on, LTTN is responsible for monitoring the specifics of the conservation easement to protect your land. This usually means an annual visit and review, although a complex conservation easement may require more frequent monitoring. Also, at each transfer of the property's ownership, a representative of The Land Trust for Tennessee will contact the new property owner to review the stewardship responsibilities as they are set out in the easement.

COSTS OF PROTECTING LAND THROUGH A CONSERVATION EASEMENT

The Land Trust for Tennessee is frequently asked, "Is there a fee for your services?" The short answer is no. LTTN does not charge a fee for assisting landowners in preserving their properties through the use of conservation easements. The longer answer is that we do ask our landowners to consider the costs that our non-profit organization incurs during the process of establishing each individualized conservation easement, and even more importantly, those entailed in protecting each easement in perpetuity.

Each project requires staff and volunteer time, telephone calls, travel costs, materials and office systems, and so forth. There are also the costs involved in annually monitoring properties, and in being prepared to defend an easement against any legal challenges that may arise. To assure that LTTN is always able to meet the short and long-term expenses of keeping our promise to you to protect your land forever, we ask you to consider contributing to our Stewardship Fund at the time you establish your easement. LTTN is also supported by an Annual Campaign that may fit in with your charitable interests as well. All contributions to The Land Trust for Tennessee are eligible to be tax deductible.

Because we advise you to consult with a number of professional advisors prior to signing a conservation easement, you should expect to incur costs associated with those professionals' fees. They typically include:

1. Appraiser to determine the value of the conservation easement.
2. Attorney to review LTTN draft conservation easement, consult with you, provide the legal description, and verify a clear title to the land.
3. Accountant or attorney to review the income tax implications of the donation and the estate planning implications and benefits of the easement donation.
4. Surveyor to survey the land.

TO LEARN MORE, CONTACT THE LAND TRUST FOR TENNESSEE

If, after reviewing this "Basic Information for Landowners" you have questions or are ready to begin the process of protecting your land for future generations, please contact us. We are here to assist you.

Mailing Address:

P.O. Box 23473
Nashville, TN 37202

Street Address:

209 10th Ave South
Suite 530
Nashville, TN 37203

Phone:

615-244-LAND (5263)

Fax:

615-244-6948

Website:

www.landtrusttn.org

Email:

eparish@landtrusttn.org

Staff:

Jean Nelson, President & Executive Director
Janet Henderson, Finance & Administrative Director
Kendra Cotton, Director of Development
Emily Burnett Parish, Land Protection Manager
Tricia King, Project Manager—Southeast Region
Chris Roberts, Project Manager—South Cumberland
Doug Rodman, Project Manager—Duck River Highlands Region
May Leinhart, Land Protection Staff
Meredith Hansel, Land Protection Assistant
Carol Rehder, Accreditation Coordinator
Beth Thomas, Administrative Coordinator
Barbara McCarthy, Administrative Assistant
Sharon Huber, Development/Special Projects
Rebecca Howard, Staff Attorney

Conservation Easement Tax Incentives **Update for Landowners**

2008-2009 Tax Law Summary

As part of the recent Farm Bill, Congress approved a tremendous expansion of the federal conservation tax incentive for conservation easement donations. This is a great victory for conservation!

This law, currently only applicable only to easements donated in 2008 and 2009:

- 1) Raised the deduction a landowner can take for donating a conservation easement from 30% of their income in any year to 50%;
- 2) Increased the number of years over which a donor can take those deductions from 6 years to 16 years.
- 3) Allowed qualifying farmers and ranchers to deduct up to 100% of their income
- 4) Expires at the end of 2009

Visit www.lta.org for more information.



CONSERVING THE PLACES WE CALL HOME

32,052 ACRES PROTECTED IN 31 COUNTIES AS OF AUGUST 2008

Working Farms

- ⌘ 1,623 acres of farmland in west Tennessee open the way to future projects in the western part of the state. The 200-acre family farm in **Carroll County** protects valuable open space and agricultural land from the encroaching city of McKenzie while preserving 100 years of family heritage. 1,423 acres preserved in **Hardeman County** and **Fayette County** conserves wildlife habitat and active agriculture.
- ⌘ 493 acres of farmland in the Bethesda community of **Williamson County**. These three protected properties contain headwaters of the Duck River and contain a rich heritage of farming - two farms recognized as Century Farms by the Center for Historic Preservation
- ⌘ 112 acres of family farmland in Arrington, **Williamson County**, protecting natural resources, wildlife habitat and agriculture in a disappearing farming community.
- ⌘ 1,749 acres of farmland in **Humphreys, Hickman and Dickson Counties** will ensure the conservation of a large, unfragmented piece of critical wildlife habitat.
- ⌘ 278 acres of horse farm in nearby College Grove in **Williamson County** conserves valuable open space and agricultural lands.
- ⌘ 109 acres of farmland in **Davidson County** protects almost a mile of Harpeth River frontage and critical open space in a rapidly developing area.
- ⌘ 480 acres of family farmland in the Arrington community of **Williamson County**, protecting this historic family farm that was settled two centuries ago.
- ⌘ The protection of a 420-acre dairy farm in **Knox County** protects critical open space and the water quality of the French Broad River, an important natural and cultural resource.
- ⌘ The conservation of 590 acres of family farmland in **Jefferson County** protects important agricultural lands and open space
- ⌘ In the rapidly growing community of Gallatin, **Sumner County**, 222 acres of working farmland and open space conserves the agricultural history of this area.

River Corridors and Critical Watershed Areas

- ⌘ 329 acres of farmland along Moran Road in **Williamson County**, protecting the Harpeth River watershed in a particularly scenic segment. These 4 properties protect the scenic views of Moran Road, preserving the open space and historic quality that is disappearing in this area.
- ⌘ 480 acres of farmland in **Smith County**. This includes frontage on the Cumberland River, valuable natural resources and wildlife, and family farmland.
- ⌘ 103 acres of farmland in the City of Columbia in **Maury County** at the confluence of Bear Creek and the Duck River protects a critical part of the Duck River watershed.
- ⌘ 336 acres of farmland in three properties in **Hickman County**, one preserving a scenic landscape near The Natchez Trace Parkway. A part of the fragile Duck River watershed, these farms also protect open space in rural Hickman County and a history of farming in the area.
- ⌘ 286 acres of family farms in northwestern **Maury County**. Along Turkey Creek, these projects protect agricultural lands, wildlife habitat, and this important tributary of the Duck River.
- ⌘ 155 acres of farm and forest lands in **Pickett County** protect the water quality of the Wolf River as well as 5 generations of family history on the land.

- ⌘ 55 acres of farmland on the Cumberland River in **Davidson County** protects important open space in our most urban county.
- ⌘ 280 acres of wildlife habitat and farmland in the Beech Creek Valley in **Williamson County**. The two properties sit at the gateways to this special valley, protecting a wide variety of flora and fauna near the Owl's Hill Nature Center.
- ⌘ 108 acres of farmland at the confluence of Poplar Creek and the Duck River, conserving critical Duck River frontage in Williamsport, **Maury County**
- ⌘ 1600 acres of farmland in **Hickman County** on the Piney River protects the fragile Duck River watershed as well as these two working farm landscapes.

Community and Cultural Resources

- ⌘ 1,105 acres of farmland, historic and scenic open space in the historic Leiper's Fork area of **Williamson County**. The protection of these five properties ensures conservation of this culturally and historically rich area.
- ⌘ To protect the historic and scenic integrity of the City of Franklin, a partnership with The Heritage Foundation of Franklin and **Williamson County** has led to the protection of Roper's Knob, a 34-acre property surrounding a State-owned Civil War Historic Site.
- ⌘ The conservation of two farms totaling 220 acres in Georgetown, **Meigs and Hamilton Counties**, helps conserve the historic character of this community and protects the scenic view from portions of Highway 60, the driving route for the Trail of Tears National Historic trail.
- ⌘ 41 acres of historic open space property in **Sumner County** along Bledsoe Creek. Adjacent to the Tennessee State Historic Landmark Cragfont Mansion, this property is part of the Cumberland River watershed.
- ⌘ 65 acres of open farmland protects the historic context of Meeting of the Waters, one of five remaining Perkins houses in **Williamson County**.
- ⌘ 220 acres in the Water Valley Community of **Maury County** helps to protect the scenic view from the Water Valley Overlook of the Natchez Trace Parkway.
- ⌘ 47 acres of farm and forestland in Thompson's Station protects this historic context of Homestead Manor, one of the most impressive historic homes in **Williamson County**.
- ⌘ Recently bequeathed to LTTN, Glen Leven historic home and its surrounding 65 acres is an icon property for **Davidson County**.

South Cumberland Area

- ⌘ Bridal Veil Cove conservation project in **Grundy County** ensures that 161 acres of pristine natural woodland and waterfalls will be permanently conserved.
- ⌘ In **Franklin County**, 208 acres of botanically-rich cove forest next to Shakerag Hollow were protected and added to the domain of the University of the South in Sewanee. Because of the partnership between The South Cumberland Regional Land Trust, The University of the South and The Land Trust for Tennessee, this land will be protected in perpetuity.
- ⌘ In **Franklin County**, almost 3,000 acres of cove forest and wildlife habitat that connects the University of the South to the Carter State Natural Area and Franklin-Marion State Forest. The property has now been incorporated into the University of the South's domain.

~Our mission is to conserve the unique character of Tennessee's natural and historic landscapes and sites for future generations~

Land Trust for Tennessee 2008 Board Members

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Land Trust for Tennessee 2008 Staff Members

President/Executive Director

Jean C. Nelson

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Janet Henderson

Director of Development and Institutional Advancement

Kendra Cotton

Land Protection Manager

Emily Burnett Parish

Southeast Region Project Manager

Tricia King

South Cumberland Project Manager

Chris Roberts

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Barbara McCarthy

Accreditation Coordinator

Carol Rehder

Development/Special Projects

Sharon Huber

Staff Attorney

Rebecca Howard

Land Protection Assistant

Meredith Hansel



THE TENNESSEAN

FRIDAY, JUNE 8, 2007

TENNESSEAN.com

NASHVILLE, TENNESSEE



SHAUNA BITTLE / THE TENNESSEAN

Karen Guy feeds livestock on Hunter's Hill Farm in Hermitage. Guy has signed an agreement with the Land Trust for Tennessee for the 178-acre farm to ensure that it will never be developed. "I couldn't stand to see it bulldozed," she says.

Her paradise is preserved

Historic farm won't be cut up for homes, mall

By ANNE PAINE
Staff Writer

Developers should quit calling.

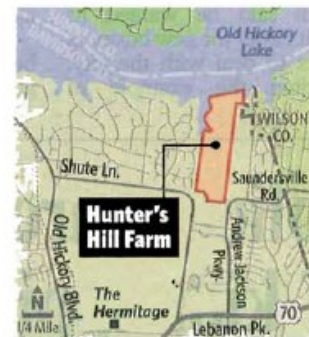
Karen Guy's 147-acre Davidson County farm — with a mile of shoreline on Old Hickory Lake — can never be chopped up for subdivisions and new houses.

The farmer has signed a permanent agreement with a conservation group in which she gave up millions of dollars in potential land-sale profits in exchange for peace of mind.

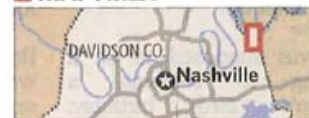
Such an expanse of history-laced land, farmed for more than two centuries, is rare in Davidson County. So are instances where owners abandon development rights on a prized, urban-embedded parcel like this.



Karen Guy describes the recently built houses across the lake from Hunter's Hill Farm as "grotesque."



MAP AREA



THE TENNESSEAN

INSIDE How a conservation agreement protects property and benefits the landowner. **On 4B**

"I was probably born 100 years too late," Guy said, standing in the shade of a massive elm once owned by Andrew and Rachel Jackson, from whose adopted son she's descended.

"I don't like change. I don't like development. I'm so lucky I have the opportunity to be the one to save such a lovely piece of ground."

With the Land Trust for Tennessee, she has signed a

legally binding conservation agreement that protects the landscape of Hunter's Hill Farm.

In return, Guy gets a tax

► Please see FARM, 4B

Farm: Only one new house can be built

FROM PAGE 1B

deduction — the amount to be figured on her income next year. A federal law expiring at the end of the year will give her a larger tax write-off than she would get next year.

"She is a hero to all of us who seek to preserve our state's historic and scenic landscapes and working farms," said Jean C. Nelson, president and executive director of The Land Trust.

Hunter's Hill is the second significant Davidson County preservation project for the group in eight months, she said. The other was the pre-Civil War mansion Glen Leven, and 65 acres of Oak Hill land that was willed outright to the group.

It's hard to lose a cow

Guy spent early morning Tuesday on her farm dealing with a stillborn calf and the calf's mother, who may have been injured.

Later, she greased a mower and cut a field. That was before she weeded her flower garden, where butterflies hovered around pink hollyhocks and bee balm.

In between, she fretted over the lack of rain that could fry the fescue, orchard grass and clover needed for hay this fall. She also worried over her old 2,000-pound bull, which must be replaced.

"He's got to be hamburger," she said in her restful country drawl. "He's got down in his back. He can't do his job with a bad back."

The bull lay in a shed, chewing and looking out at her and her visitor.

In another stall lay Agnes, who had the birthing trouble that morning. (She had to be put down on Thursday.)

In a fenced area across the path hobbled a 20-year-old Hereford named Joyce, the result of Guy's soft heart.

"That's bad business," she said.

A farmer can make \$100 selling no-longer-productive livestock or else end up paying what amounts to the same later

WHAT IS A CONSERVATION AGREEMENT?

A permanent conservation agreement is a voluntary but binding arrangement between a property owner and a non-profit land trust or a government.

The owner puts legal restrictions on the use of the property that are to remain in effect forever, whether the property is sold or inherited.

The restrictions can vary from property to property, depending on what an owner wants. One agreement, for instance, might allow three new houses to be built and another, none.

For more information, call the Land Trust for Tennessee, 615-244-5263 or go to www.landtrusttn.org.

TAX BENEFITS LARGER THROUGH DEC. 31

Landowners can take advantage of federal tax incentives that allow increased deductions on conservation agreements through Dec. 31.

The maximum deduction for giving up development rights now is 50 percent of the owner's overall income, rather

than 30 percent.

Qualifying farmers and ranchers can deduct up to 100 percent this year.

The period over which landowners can spread their deduction also has been temporarily extended from five to 15 years.



SHAUNA BITTLE / THE TENNESSEAN

Karen Guy feels that preserving her family's land is her legacy. "People need places like this," she says.

in a "backhoe burial."

All the stock sired are bound for sale as meat. But Guy, despite a UT degree in animal sciences and years of farming, has a difficult time with it.

"She cries when we sell them," said J.D. Pierce, farm caretaker.

No typical farmer with her blond ponytail and bangs, Guy, 50, worked for the state Agriculture Department for 18 years, dealing mainly with regulating pesticide use.

Now she wants to live out her days working the land for cattle and riding her horse, not

wondering whether houses and strip malls will cover the land when she's gone.

Farm is part of childhood

As a youngster, Guy would visit her great-uncle and great-aunt, Aubrey and Louise Maxwell, who then owned the farm.

She rode ponies and swam at a dock built when the area was flooded for Old Hickory Lake, which took 50 acres of their property.

The dock lies today across a small inlet from houses in the

Brandywine Pointe subdivision, some worth more than \$1.6 million.

"To me they're hideous, but each to their own," she said, glancing at one of the posh structures with multiple levels and masses of windows.

After her great-uncle's death, she helped "Lou" with the farming. Her great-aunt, childless, named her as the heir to the property when she died.

Her scratched-out income from cattle is supplemented by fees from a cellular telephone tower in one field.

That's enough, she said. With its colorful sugar maples in fall and birds and beasts year-round, she prefers the land to mega-wealth.

Jacksons owned the land

Hunter's Hill Farm was part of 640 acres that Andrew Jackson bought in 1796, before he became president. He and his wife, Rachel, lived there for several years before they built their first home, an earlier version of The Hermitage that later burned.

Jackson ran a mercantile store there, too. The Hermitage, where Guy helps cut hay and was head gardener for three years, is across the road.

The Jacksons never had biological children but adopted a nephew of Rachel's, from whom Guy is descended.

A chinkapin oak at her gate has witnessed the comings and goings of many generations of farmers, and Guy would like to keep it that way.

She had been losing sleep over what might happen when she's gone, but she is no longer. She can still sell the land or give it away. While it won't necessarily be farmed, the deed requires it stay green.

Only one new house could be built, and that would be to replace an old tenement house that's in disrepair.

"People need to see 10, 20, 30 years from now what it used to be like," she said. "Thank goodness something like The Land Trust is in place so this place can be saved."

Contact Anne Paine at apaine@tennessean.com or 259-8071.

Landowner Questionnaire

To aid LTTN in tailoring conservation easements to the landowner's
land protection and financial goals

Landowner Name: _____

Address: _____

E-mail address: _____

Phone Number: _____

Property Name: _____

Property Address: _____

Property County: _____

Property Acreage: _____

Map and Parcel Numbers: _____

Date: _____

A. Your goals as a Landowner (check all that apply in each question)

(1) Which values are important to you about your property?

- | | |
|---|---|
| <input type="checkbox"/> Place to live | <input type="checkbox"/> Pass on to children |
| <input type="checkbox"/> Place to visit | <input type="checkbox"/> Preserve natural landscape |
| <input type="checkbox"/> Financial asset | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> Preserve historic structures | |

(2) How are you likely to use your property in the next 20 years?

- | | |
|--|---|
| <input type="checkbox"/> Leave as is | <input type="checkbox"/> Give to children |
| <input type="checkbox"/> Build a house | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> Sell | |

(3) Why are you considering a conservation easement?

____ Desire to keep the land open

____ Tax deduction

____ Estate planning

____ Desire to protect special land
feature or wildlife

____ Avoid family conflicts about
future uses

____ Other: _____

(4) What actions are consistent with your goals for the property?

____ Create opportunities to enhance existing wildlife, scenic and/or agricultural, historic
resources as one of the primary uses of the land;

____ Create strong conservation restrictions so that the existing wildlife, scenic, historic
and/or agricultural resources are maintained and not diminished;

____ Protect existing resources but allow room for some development for children and
others;

____ Create restrictions to generally protect resources and get tax deduction;

(5) Are you uncertain about how you would like to use your property in the future (yes/no)?

(6) Do you contemplate dividing your property? _____

B. Property Description and Conservation Values

(1) What is the acreage of your property? How many legal parcels does it consist of and
what is the size of each parcel?

(2) What qualities of the property are you most interested in protecting?

(3) Which special features of the property are important to you to protect?

____ working farm and family history

____ topographic or geological features

____ past and current farming use

____ other: _____

____ wildlife observation and resources

(4) Are there any benefits of adjoining lands that are especially important to you?
(protected open space, scenic vistas, and special land features?) If any, please describe:

(5) Are there any uses, or plans for, adjacent lands that especially concern you? (i.e. subdivisions, multifamily development, heavy commercial use, fences blocking wildlife, etc.)?

(6) Do you have a current survey plat of the property?

(7) Is your property under the 'greenbelt' tax status?

C. Property Ownership and Land Division

(1) Is the property owned jointly with the other family members? Or non-family partners?

(2) How many years have you or your family owned the property?

(3) Has that owner of record changed during that period of time (i.e. from a couple to an individual, partnership or trust?)

(4) Do you contemplate changing ownership in the future? If yes, why and in what way?

(5) Is your property currently divided? (Multiple lots, subdivision, etc?) If so, please briefly describe.

(6) Do you own timber rights? _____

(7) Do you own mineral rights? _____

(8) Is your property encumbered with any of the following?

____covenants	____utility easements
____deed restrictions	____easements, other
____mortgage	____oil or gas leases
____road rights of way	____other:_____

(9) Is the property you are interested in protecting part of a larger adjacent property holding?

Description:

(10) Do you own land elsewhere in the region? In this county?

D. Current and Future Use of the Property

(1) Do you now, or plan in the future to, use your property for any of the following?

- | | |
|---|---|
| <input type="checkbox"/> agriculture | <input type="checkbox"/> large scale irrigation |
| <input type="checkbox"/> livestock | <input type="checkbox"/> commercial or industrial use |
| <input type="checkbox"/> livestock boarding | <input type="checkbox"/> home occupancy business |
| <input type="checkbox"/> development | <input type="checkbox"/> long term leasing |

(2) Do you now or plan in the future to use your land in any of the following ways?

- | | |
|---|--|
| <input type="checkbox"/> wetland enhancement, ponds | <input type="checkbox"/> fishery or wildlife enhancement |
| <input type="checkbox"/> watercourse changes | <input type="checkbox"/> tree or vegetation clearing |
| <input type="checkbox"/> topographic grading | <input type="checkbox"/> mining or graveling |
| <input type="checkbox"/> road building | <input type="checkbox"/> tilling for cultivation |
| <input type="checkbox"/> tree planting | <input type="checkbox"/> trail building |
| <input type="checkbox"/> mineral excavation | |

(3) Do you now, or plan in the future, to use your property for any of the following recreational activities?

- | | |
|--|---|
| <input type="checkbox"/> walking | <input type="checkbox"/> horseback riding |
| <input type="checkbox"/> hunting | <input type="checkbox"/> photography |
| <input type="checkbox"/> fishing | <input type="checkbox"/> motorcycling |
| <input type="checkbox"/> commercial recreation | <input type="checkbox"/> other |

E. Buildings

(1) Briefly list the number and appropriate size of existing buildings:

Principal residences:

Guest houses:

Non residential buildings – barns, garages, storage sheds, etc.

Other structures (tennis courts, swimming pools, gazebos, barbecue facilities, etc)

(2) Please briefly describe your future building plans, if any:

F. Miscellaneous

- (1) Did you find this questionnaire helpful in working through or summarizing your thoughts regarding current and future planning for your property?
- (2) Please add any additional comment about your property that you wish to share with us.

**Thank you for your time and interest in completing this questionnaire.

Completed by: _____

Date: _____

Please return to: The Land Trust for Tennessee
Post Office Box 23473
Nashville, TN 37202
Fax: 615-244-6948